

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 PM-04 INR-07 L-03 ACDA-07  
NSAE-00 PA-01 SS-15 PRS-01 SP-02 USIA-06 TRSE-00  
SAJ-01 OC-06 CCO-00 EB-07 /073 W  
-----102008Z 126750 /44

R 101840Z JAN 77  
FM USMISSION NATO  
TO SECSTATE WASHDC 1035  
SECDEF WASHDC  
INFO DCA WASHDC  
JCS/J32 WASHDC  
CINCLANT  
USCINCEUR  
USNMR SHAPE  
USLOSACLANT

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SECDEF FOR ODTACCS

EO11652 GDS  
TAGS NATO ETEL MARR  
SUBJECT RATIONALIZATION OF US AND NATO SATCOM SPREAD SPECTRUM  
MULTIPLE ACCESS (SSMA) PROGRAMS

REF (A) 76 STATE 305433 (DTG 162313Z DEC 76) (NOTAL)  
(B) NAC 4047 (DTG 101535Z DEC 76) (NOTAL)

SUMMARY: WHILE BOTH THE DEPUTY DIRECTOR GENERAL NICSMA AND THE CHAIRMAN, SATCOM WORKING GROUP (SCWG) (VAN DER WILLIGEN) ARE GRATIFIED BY THE US OFFER (REF A), THE LATTER HAS IDENTIFIED POTENTIAL PROBLEMS IT PRESENTS TO NATO. WE QUOTE HIS LETTER DESCRIBING THESE PROBLEMS. WE RECOMMEND THAT THE US REP TO THE SCWG ADVISORY PANEL ANNOUNCE THE OFFER AND SEEK PANEL SUPPORT FOR IT. END SUMMARY.

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1. WE INFORMED TH DEPUTY DIRECTOR GENERAL (DDG) NICSMA OF RELEASABLE PORTIONS OF REF A. WE ALSO INFORMED THE CHAIRMAN, SATCOM WORKING GROUP (SCWG) (VAN DER WILLIGEN), WHO HAD RECEIVED A COPY OF THE ORIGINAL NICSMA LETTER TO WHICH REF A RESPONDED. BOTH RECIPIENTS HAVE EXPRESSED THEIR APPRECIATION FOR THE US MOVE. VAN DER WILLIGEN, HOWEVER, ALSO IDENTIFIED POTENTIAL PROBLEMS IN PROCEEDING WITH THE US OFFER. HE DESCRIBED THEM IN A LETTER TO DDG NICSMA, THE TEXT OF WHICH WE QUOTE BELOW.

BEGIN TEXT: I HAVE RECEIVED COUTESY COPIES OF THE CORRESPONDENCE BETWEEN YOURSELF (REFERENCE NICSMA/JLB (76)20, DATED 7TH OCTOBER, 1976) AND MR. GENTRY (NOTE OF 20TH DECEMBER 1976) ON THE REFERENCE SUBJECT. AS THE CHAIRMAN OF THE SCWG I WOULD LIKE TO MAKE THE FOLLOWING OBSERVATIONS:

1. IT IS MOST GRATIFYING THAT AS A RESULT OF YOUR INITIATIVE THE US ARE INITIATING ACTION WHICH, EVENTUALLY, COULD ALLOW NATO TO PROCUER THE NEW FAMILY OF US SSMA (USC-28 AND ON-55) EQUIPMENT FOR INSTALLATION AT NATO SGT'S. IF CONFIRMED AND DELIVERY CAN BE MADE IN TIME, IT COULD PROBABLY CLOSE THE "INTEROPERABILITY GAP", EXPECTED BETWEEN 1978-1983, TO AN ACCEPTABLE DEGREE. I BELIEVE (ON A PERSONAL BASIS) THAT THE USE OF US EQUIPMENT WOULD OFFER US COMPLETE SSMA INTEROPERABILITY FOR SATCOM III AND IV AND THAT, IN ALL PROBABILITY, THE US EQUIPMENT WOULD BE MORE COST-EFFECTIVE AND AVAILABLE EARLIER THAN 1983 (THE ANTICIPATED YEAR OF OPERATION OF NATO SSMA).

2. HOWEVER, I AM NOT CLEAR AS TO HOW TO PROCEED BEST FROM HERE. BECAUSE THE CORRESPONDENCE HAS, UP TILL NOW, BEEN KEPT ON AN INFORMAL BASIS, THE TIME HAS COME TO DECIDE WHETHER OR NOT YOU FORMALLY WISH TO PROCEED.

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3. AT THIS JUNCTURE, I WOULD BE LESS THAN HONEST IF I WOULD NOT OFFER YOU SOME CONSIDERATIONS, WHICH MAY NOT BE VERY POSITIVE IN NATURE, BUT NEVERTHELESS FACTS OF LIFE:

(A) STC (SEE AC/270-D/141 PARAGRAPH 8) HAS PREPARED A DRAFT FOR A NATO INTEROPERABLE SSMA EQUIPMENT WHICH IS PLANNED TO BE DISCUSSED AT THE SPRING SCWG MEETING, WITH THE AIM OF GETTING NJCEC APPROVAL IN THE FALL OF 1977.

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-----102007Z 126823 /43

R 101840Z JAN 77  
FM USMISSION NATO  
TO SECSTATE WASHDC 1036  
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JCS/J32 WASHDC  
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(B) THIS BEING SO, FINANCIAL COMMITTEES MAY WELL OBJECT TO A DIRECT SINGLE SOURCE PROCUREMENT OF US SSMA EQUIPMENT.

(C) TO CLOSE THE "INTEROPERABILITY GAP" TWO FACTS MUST BE ESTABLISHED BY THE MNCS:

(I) A FLAT "UNACCEPTABLE" TO AN INTEROPERABILITY GAP;

(II) WILLINGNESS TO FUND THE US EQUIPMENT AS IT BECOMES AVAILABLE.

WITH REGARDS TO THE LAST CONSIDERATION I MUST POINT OUT THAT THE MNCS (ALBEIT OUT OF NECESSITY) HAVE ALREADY ACCEPTED THE GAP AND, IN ADDITION, HAVE CHOSEN CONSCIOUSLY NOT TO FUND AN SSMA PROGRAMME

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IN THIS COST-SHARING PERIOD.

4. WITH THIS IN MIND ONE COULD CONSIDER EITHER ONE OF THE FOLLOWING OPTIONS:

(A) NATO WILL OFFICIALLY REQUEST THE US TO MAKE THEIR SSMA EQUIPMENT AVAILABLE (NATO COULD ONLY DO SO IF THERE WERE PROOF THAT THE STC EFFORT WOULD BE INADEQUATE IN TERMS OF INTEROPERABILITY, PRICE, DELIVERY TIME OR THE LIKE AND THAT SINGLE SOURCE PROCUREMENT WOULD THEREFORE BE JUSTIFIED.)

(B) THE US WILL MAKE AN OFFER TO NATO EITHER AT THE SCWG ADVISORY PANEL (END JANUARY), THE SCWG (5TH APRIL) OR THE NJEC (28TH APRIL). (THERE WOULD BE NO ASSURANCE THAT NATO WOULD ACCEPT THIS OFFER FOR THE REASONS SET OUT ABOVE.)

5. IN SUMMARY THEREFORE, WE FACE THE FOLLOWING QUESTIONS:

(A) WHAT STEP NEXT?

(B) SHOULD STC CONTINUE THEIR SSMA STUDIES?

(C) WHEN CAN THE US MAKE THEIR EQUIPMENT AVAILABLE?

(D) CAN WE GET, IF ONLY IN PRINCIPLE, AGREEMENT TO SINGLE SOURCE PROCUREMENT?

(E) WILL THE MNCS SUPPORT EARLIER FUNDING?

6. I HOPE THAT THE ABOVE CONSIDERATIONS MAY ASSIST YOU IN DETERMINING NICSMA'S COURSE OF ACTION. END TEXT.

2. WHILE WE DO NOT AGREE COMPLETELY WITH VAN DER WILLIGEN'S EVALUATION, WE BELIEVE SOME ALLIES MAY

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CHALLENGE SOLE-SOURCE PROCUREMENT OF US EQUIPMENT IN VIEW OF THE WORK ALREADY DONE AT SHAPE TECHNICAL CENTER (STC). WE BELIEVE IT IS IMPORTANT TO DEVELOP SUPPORT BY NICSMA, STC, AND THE MAJOR NATO COMMANDS (MNCS) FOR THE US OFFER. IN OUR VIEW, THE SATCOM WORKING GROUP (SCWG) ADVISORY PANEL IS AN EXCELLENT FORUM IN WHICH TO SOLICIT THIS SUPPORT. IT IS A SMALL GROUP WITH OPERATIONAL AND TECHNICAL ORIENTATION AND SHOULD BE ABLE TO JUDGE THE MERITS OF THE US OFFER OBJECTIVELY. WITH THIS ORIENTATION AND WITH VERY LIMITED PARTICIPATION BY ALLIED NATIONS, IT SHOULD NOT BECOME EMBROILED IN COOPERATIVE DEVELOPMENT AND PRODUCTION (I.E., ECONOMIC) ISSUES. ALSO, SINCE ORGANIZATIONAL IT IS A LOW-LEVEL WORKING GROUP, THE US CAN USE IT AS A SOUNDING BOARD. SHOULD ADVERSE REACTION DEVELOP, THE US COULD PLAN ITS STRATEGY ACCORDINGLY WITHOUT HAVING COMMITTED ITSELF IN A HIGHER LEVEL GROUP.

3. WE RECOMMEND THAT THE US REP TO THE SCWG ADVISORY PANEL MEETING IN LATE JANUARY 1977 ANNOUNCE THE US OFFER AND SEEK PANEL SUPPORT FOR ITS ADOPTION. THE DDG NICSMA (VADM BOYES, USN) CONCURS. STRAUSZ-HUPE

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**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009  
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